

Message Text

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PAGE 01 LUSAKA 02025 141605Z
ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-07 /018 W
-----053359 142201Z /64
R 141341Z JUL 77
FM AMEMBASSY LUSAKA
TO SECSTATE WASHDC 6112

UNCLAS LUSAKA 2025

ATTENTION: OED'S OVERSEAS PRODUCTS & INVESTMENT OPPORTUNITIES
PLEASE CONVEY FOLLOWING MESSAGE TO ANDREW JERGENS COMPANY:-

E.O. 11652: N/A
TAGS: BEXP, ZA
SUBJ: FOREIGN LICENSING OPPORTUNITY: ANGREW JERGENS COMPAY

1. A TOTAL OF 13 LOCAL FIRMS WERE CONTACTED AND ALMOST ALL SHOWED KEEN INTEREST IN THE ANDREW JERGENS LICENCEE OR IMPORT PROPOSALS. HOWEVER, THE UNFAVORABLE ECONOMIC POSITION THAT ZAMBIA FINDS ITSELF IS SHARPLY DISCOURAGES MOST LOCAL FIRMS FROM CONSIDERING THE PROPOSAL SERIOUSLY AT PRESENT. IN ADDITION, THE JERGENS PRODUCTS ARE CATEGORIZED IN ZAMBIA AS LUXURY ITEMS WHOSE IMPORTATION, OR IMPORTATION OF RAW MATERIALS TO MANUFACTURE THEM IS RESTRICTED DUE TO VERY LIMITED AVAILABILITY OF FOREIGN EXCHANGE.

2. HOWEVER, COLGATE-PALMOLIVE (ZAMBIA) LTD. IN NDOLA ON THE COPPERBELT IS KEENLY INTERESTED IN THE LICENSE PROPOSITION AND WOULD LIKE MORE DETAILED INFORMATION ON THE SUBJECT. THE ANDREW JERGENS PRICE LIST HAS BEEN FORWARDED TO THEM. COLGATE-PALMOLIVE MANUFACTURES SOAP, DETERGENT AND TOILET ARTICLES ETC. AT ITS NDOLA FACTORY. ANDREW JERGENS IS ADVISED TO FOLLOW-UP IMMEDIATELY, ADDRESS AS FOLLOWS:- MR. W.F. RUSSELL, MARKETING DIRECTOR
COLGATE-PALMOLIVE GNFBZPIA) LTD.
P.O. BOX 2071
NDOLA, ZAMBIA.

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CABLE: "PALMOLIVE NDOLA"; TELEX: ZA 3412

3. ANDREW JERGENS IS ADVISED TO CONSIDER SUBMITTING NEW LICENCE PROPOSALS IN ABOUT TWO YEARS' TIME BY WHICH TIME THE ZAMBIAN ECONOMY IS EXPECTED TO IMPROVE. ZAMBIA'S ECONOMY IS 95 PERCENT DEPENDENT ON REVENUE FROM COPPER SALES AND THE CURRENT WORLD MARKET PRICE IS EXTREMELY LOW.

4. ADDRESSES TO WRITE TO ARE:- HOECHST (ZAMBIA) LTD., P.O. BOX 1998, KITWE, ZAMBIA; NATIONAL IMPORT & EXPORT CORP. LTD. , P.O. BOX 283, LUSAKA, ZAMBIA; MEDICAL & PHARMACEUTICAL CORP. OF ZAMBIA LTD., ZIMCO HOUSE, CAIRO ROAD, P.O. BOX 3891, LUSAKA, ZAMBIA; PFIZER LTD., P.O. BOX 2010, LUSAKA, ZAMBIA.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 14-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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Handling Restrictions: n/a
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Review Release Date: n/a
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SAS ID: 1863364
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Status: NATIVE
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TAGS: BEXP, ZA
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